



## **Business Consultant / Decision Support Specialist**

Salient Management seeks Entry- to Mid-level candidates with business analysis or consumer goods industry background to be a part of a fast-paced team changing the way business intelligence and decision support systems are implemented. At Salient you will be paired with a technical resource to work directly with clients on billable engagements, implementing our enterprise decision-support suite. This is a great opportunity for candidates to learn about the business intelligence/performance management industry and gain skills that improve profitability and efficiency in Consumer Packaged Goods (Manufacturing, Retail and Distribution) companies.

Salient Business Consultants help maintain our top ranking in multiple Gartner BI Customer Surveys by scoping, defining management's reporting needs and helping roll-out our technology in cross-functional, cross-industry environments. Services performed by this candidate will include: business consulting, needs assessments, business analytics, logical data design, dashboard and report design, training, best practice documentation, account management and customer service and sales support.

### **Job Duties:**

- Provide billable consulting support to achieve account objectives and the most complete adoption possible
- Perform business leadership needs assessment and information gathering to address the client's decision support and performance tracking needs
- Work with clients to define performance metrics, data sources, calculations and business segmentation necessary to meet the decision support needs of our clients
- Design dashboards and reports with the assistance of an in-house Salient DBA
- Perform logical data modeling, drill-down report development and moderately technical assistance to meet customer performance & functional requirements
- Develop a strong working knowledge and contribute to internal best practice knowledgebase in Retail, Consumer Packaged Goods, Wholesale Distribution and other industries
- Participate in sales activities such as demonstrations, presentations, introductions and other forms of pre-sales support

### **Job Requirements:**

- **Education:** Bachelor's or equivalent degree in a business, technical or related field is required
- **Experience:** Preferred candidates will have 1 to 3+ years of related experience
- Understanding of core reporting and business database technology concepts
- Demonstrated ability to learn new technologies and business requirements
- Proven analytical and problem solving skills
- Strong communication skills, both written and oral; Ability to build and deliver presentations to all levels of the business and effectively explain complex issues and concepts in simple, understandable language

- Ability to work responsibly with excellent time-management skills under minimal supervision
- Ability to travel up to 40%

**How to apply:**

Send your resume and cover letter to [jmcdermott@salient.com](mailto:jmcdermott@salient.com)

Compensation is based on education and experience.

[www.salient.com](http://www.salient.com)

**About Salient:**

Salient has achieved #1 feedback in multiple categories several years in a row in the Business Intelligence Gartner Client Surveys. We develop and implement a managerial decision support solution that provides detailed, actionable intelligence that solves for specific client needs both at a strategic level and a tactical level often related to optimizing price, sales, distribution and much more.

**Keywords**

Consulting, Business Intelligence, Business Analyst, Business Analytics, Business Performance Management, Data Warehousing, Reporting, Distribution, Retail Analytics, Category Management, Lean Management